

The Mueller Record

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ALWAYS IN THE LEAD

Mueller Regulators Score in Several Important Instances.

About two months since we received an order from the town of Bingham Canyon, Utah, for a 5"-13141 Regulator and 6"-14402 strainer same as the ones furnished by us in November, 1912. On making inquiry as to exact initial pressure, and required delivery pressure, we elicited the further information that this regulator was to replace one of our competitor's (Davis) regulators which had failed to give satisfactory service.

Sometime in the early summer of 1913 we received inquiry through our salesman from the city of Portland, Oregon, for price on an 8" regulator to be used to prevent water from overflowing a large stand pipe 25 feet diameter by 100 feet high, the pressure in the mains at times being great enough to force the water as high as about 160 feet.

We advised that this was a very exacting requirement and would necessitate a slightly special construction of valve for which we quoted them a special price.

Either because of our price or otherwise, the order was placed for another of our competitive valves (The Golden-Anderson Co., Pittsburgh, Pa.) which failed after repeated trials and remodelings, to give satisfactory service.

Several months since the Water Department Engineer again took up the proposition with us for an 8"-13141 regulator and 8"-14402 strainer at an advanced price, this regulator to replace our competitor's regulator which failed.

As there are 12 or 14 of our 13141 regulators already installed in and about the city of Portland, this last order speaks well for Mueller regulators.

We have recently received orders for eight or nine 13140 and 13141 regulators

varying in size from 3" to 8" and our sales on 13160 are rapidly increasing.

We have just received an order for a 12" 13141 regulator and 12" 14402 strainer to be installed in town of Walsenberg, Colorado, this town being a little south of Colorado Springs where five of our 6" 13141 regulators and 12" 14402 strainers were installed on 12" pipes about two years ago.



TWO OR MORE ORDERS

Attention of Salesmen Directed to Cause of Frequent Trouble.

The attention of salesmen is called to the practice of including two or more orders in one shipment. We now have a number of claims on file where customers insist they never received goods which had been included in shipment to some other firm. Frequently the firm to whom the shipment was made claim that goods designed for the other customer were not included.

The result of this is that claims drag along until salesmen lose interest in them, and do not want to take them up because they fear that they will get in bad with the customer.

We have had so much trouble of this kind lately that we are compelled to adopt a new rule. In future salesmen who ask that two or more orders go forward in one shipment, do so at their own risk and will be held responsible for any loss or claim which arises.

The annoyance and confusion arising in the office as a result of trying to straighten out these claims makes it necessary for us to adopt a rule of this kind.

Salesmen must keep this subject in mind. You will be held responsible for any loss or claim arising from the inclusion of two orders in one shipment at your request.



The sign in a restaurant in Toledo: "Coffee and roll down stairs for 5c."

BASIN COCKS WITH LUGS

Mr. Williams Gives Reasons for Change in Method of Manufacture.

The question of making basin cocks with lugs instead of square shanks has occasioned some recent correspondence. The following letter from M. G. Williams to Mr. O. B. Mueller, under date of February 28, 1914, explains our position.

"We made the change on our basin cock shanks from the square to the lug, based on our experience in plumbing business and the following information received from a number of manufacturers.

"Several manufacturers advised us that they have no definite dimensions for the square hole and follow no specific direction as to location of same with respect to the bowl. Other manufacturers advised us that they have discontinued the square hole in lavatories because it is impossible to make a square suitable to all makes of basin cocks.

"From the several manufacturers of whom we inquired, we found that the basin cock holes in the lavatories were made in sizes $\frac{7}{8}$ " sq., 1" sq. and $1\frac{1}{4}$ " round and one manufacturer uses a taper round hole in the lavatory.

"Thus from the information gathered we have learned that there is no standard for the basin cock hole in size or design. We know from our own experience in the plumbing business that the square on the shank is not satisfactory, due to the fact that in order to place the cock in the correct position it is necessary to file the corners off of the square in many instances, which is a great hinderance to speedy installation.

"We believe that with the ribbed shank installation can be made more satisfactorily in the round hole and equally as well as, if not better, in the square hole, since there are no corners to file off to make proper installation.

"We further believe that every first class plumber uses cement or putty in these holes and under the flange of the basin cock. In fact it is necessary to use putty or cement under the flange of the basin cock to prevent an accumulation of filth because of the lavatory being uneven, the flange does not set perfectly flat on same.

"We believe every experienced plumber knows that he must use cement or putty even in the square hole with the square on the shank of the basin cock to properly maintain the position of the basin cock spout with relation to the bowl. Therefore, in any instance we overcome the difficulty experienced by the use of the square on the shanks by using the rib.

"We are at the present time experimenting with and will be able to furnish soon, a flat rubber composition washer which will be used under the flange of the basin cock and which will displace or do away with the use of putty or cement, both in the hole or under the flange. By the use of this washer the plumber will be able to locate his basin cock spout properly with relation to the bowl, then draw up his lock nut and the basin cock will remain permanently in the desired position."

Salesmen who have any suggestions to make on this subject may address same to Mr. Robert.



BIG PHOTOGRAPH

We are making arrangements for a panoramic view of the factory and employes, to be taken on April 4th at noon. The work is to be done by the Wells Company of Youngstown, Ohio. They have shown us some very fine specimens of their work, the pictures including six and seven hundred persons and every face showing clear and sharp. The photos will be between four and five feet long and will sell at \$1 each.



IN AUSTRALIA

Lawrence Drobisch, formerly attached to the advertising department, is now located at Sydney, Australia. He writes to Decatur friends that he has taken a position, under contract for two years, with an advertising agency of that city.



MOTHER DEAD

F. H. Schutz, our foundry foreman, was called to Detroit on March 14th, by a message announcing the illness of his mother. He reached her side a few minutes before she passed away.

MAKE A GOOD SHOWING

Canadian Company Lands a Number of Desirable Municipal Contracts.

The Canadian company has been very successful recently in securing a number of municipal contracts, one of the latest being that of the city of Ottawa.

In a letter in reference to this business, Mr. Riggin says:

"We have also secured the Sarnia contract which includes all brass goods and service boxes.

"The city of St. Laurent, Que., has given us their contract which includes a tapping machine, corporation cocks, curb cocks and service boxes.

"We have likewise landed the Port Arthur contract for corporation and curb cocks in all sizes used.

"Just as we close this letter we are advised that we have been awarded the Hamilton contract.

"There are two more big contracts—Edmonton and Montreal—on which we have made quotation and are hopeful of getting the business.

"We have also closed contracts with the J. T. Wing Company of Windsor and Cotter Bros., of Winnipeg. These folks are jobbers and in each instance have agreed to use a considerable quantity of goods per year."

Judging from these flattering reports, the Sarnia company is establishing itself in the good graces of the Canadian trade and has a prospect ahead of a good year.



RECENT ORDERS

From E. C. Reisel Plumbing Company of St. Louis, Mo., for 44 D-11902 basin cocks marked hot and cold. These are to be placed in the Moriah Masonic Temple, St. Louis.

From N. O. Nelson Company of St. Louis for 41 pairs of 11903 basin cocks. These will be placed in the Regal hotel in Kansas City, Mo.

From the City Plumbing Company of Mannington, W. Va., for 10 pairs of 12902 Colonial self-closing basin cocks, to be placed in the Bartlett hotel in Mannington.

From Wm. Lieber of Freeport, Ill., for 150 D-11902 indexed "hot" and "cold," with 50 pairs of $\frac{3}{8}$ " D-25007 I. P. N. P. brass supplies with wheel handle angle valves. These goods are for the Senate Hotel at Freeport.

From David Grewar Company of Nashville, Tenn., for 60 D-8303 indexed "Hot" and "Cold"; 30 D-10277; 30 pairs 25048; 62 $\frac{1}{2}$ " 11710 and 60 slip joint basin cock connections. These goods are for the Bernstein flats, Nashville.

From David Grewar Company of Nashville, Tenn., for 43 D-8303 indexed "Hot" and "Cold"; 24 D-8346; 44 $\frac{1}{2}$ " D-11710; 24 pairs D-25048 and 42 slip joint basin connections, $\frac{3}{8}$ "x $\frac{1}{4}$ " Ell rough N. P. with $\frac{1}{4}$ "x5" nipple, nut, washer and friction ring. These goods are to be used in the Weinbaum flats at Nashville.

From Paul Shean Plumbing Company, Galveston, Texas, for 12 D-12902 indexed "Hot" and "Cold," to be placed in the Model Laundry at Galveston.

From James A. Diggle of Indianapolis for 125 pairs of 25009 and 25 pairs of D-25007. These are to be used in the Fletcher Trust Building of Indianapolis.

From the J. J. Hanighen Company of Omaha, Neb., for 250 pairs D-11904 self-closing basin cocks with six-arm index handles. These are to be installed in the Russell-Lamson Hotel at Waterloo, Ia.

From Raduchel & Lietz of Wausau, Wis., for 13 pairs D-12902 and two 1" D-11703 with adjustable set screw flanges. These are for the Blodgett Hotel.

From the Alton Plumbing & Heating Company, Alton, Illinois, for 130 D-11902 extra self-closing basin cocks, N. P. cross handles, 5 D-11902 N. P. with cross handle and porcelain index nut "Cold"; 6 D-11902 N. P. with cross handle and porcelain index nut "Hot." These are for the Mineral Springs Hotel at Alton.

From M. J. Corboy Company of Chicago for twenty-four $\frac{5}{8}$ " D-10521 female flange for $\frac{3}{4}$ " I. C. bibbs. These are for the Ft. Dearborn Hotel.



Advertisement of institution in South Dakota: "Maternity hospital. Female patients only."

NEW SALESMEN

Manager T. F. Leary of the San Francisco house sends word that C. H. Peters has left the service of the company and has been succeeded as traveling salesman by Bernard Shaw, 3434 Harper Court, Oakland, Calif.

J. F. Kinney of Winnipeg was engaged by the H. Mueller Mfg. Co., Ltd., Sarnia, Ontario, on the 3rd inst., to represent this company in the Provinces of Manitoba, Saskatchewan and Western Ontario. This is dividing the territory formerly covered by our Mr. W. C. Heinrichs and Mr. Heinrichs will continue to cover Canada to the coast west of Provinces mentioned.

Mr. Kinney has been covering this territory in the past in similar lines to ours and has come well recommended to us. We wish him all the success possible. We hope that he becomes as enthusiastic about Mueller goods as our other salesmen.

**JUST WHAT WAS WANTED**

The Central Illinois Light Company of Peoria finally secured what they had been looking for when they got Mueller Extra Self-Closing Bibbs.

The sale was made by E. E. Pedlow through the local agent of the Ruud Water Heater Company of St. Louis. The order called for seven bibbs. Mr. Pedlow says he is informed that this company received many different kinds of bibbs at times, but all proved worthless and unsatisfactory. The Mueller bibbs took their place in G. Melich's Cafe and are proving entirely reliable and satisfactory.

**OHIO MASTER PLUMBERS**

The annual convention of the Ohio Master Plumbers was held in Cincinnati February 19th. The sessions were held at the new Gibson Hotel, a splendidly appointed new hotel, and the attendance was large.

Our company was represented by Mr. Robert, J. H. McCormick and F. W. Beecher of the regulator department. Our display attracted a generous share of attention by delegates and visitors. Everything was shown under pressure.

POSITION WANTED

S. A. Stearns is open for a position as superintendent of a water works, private or municipal. He is a good friend of ours and has a wide experience in the waterworks field. If you hear of an opening in the Middle West or South, let us know.

Mr. Stearns has held positions at Helena, Ark., Jonesboro, Ark., and with the American W. W. & G. Company until last July when the company went into a receiver's hands.

Mr. W. C. Jones of California, Pa, is open to a position as superintendent of a water works. He is at present employed but is seeking a change and advancement.

Mr. Jones has had experience in constructing and operating pipe line from 4 to 36" and is familiar with the installation of Venturi water meters.

Any of our salesmen hearing of an opening will please notify us.

**SAN FRANCISCO ORDERS**

The San Francisco branch reports several orders of interest during the past few weeks.

From N. O. Nelson through T. F. Leary for the Cohen job: 18 only $\frac{3}{8}$ " D-8194 angle valves with D-9124 cross handles; 20 only $\frac{1}{2}$ " D-9255 rapidac bibbs; 20 only $\frac{1}{2}$ " D-9072 stub wash tray bibbs; 9 D-8350 bath cocks with D-25053 supplies.

From Morris Stulsaft Company through T. F. Leary for the Grosh hotel job 125 D-11904 extra self-closing basin cocks indexed "Hot" and drilled $\frac{1}{2}$ " O. D.; 125 only D-8765 Extra Pattern Compression Basin cocks with 6-arm handles, indexed "Cold" and drilled $\frac{1}{2}$ " O. D.; 58 D-9497 rapidac bath cocks with China index handles plies less slip joint nuts.

**CHANGE OF ADDRESS**

F. L. Hays, Jr., has changed his address, the same now being 1412 W. 8th Street, Oklahoma City, Okla.

H. A. Staley's new address is 3602 Dickason Ave., Dallas, Tex

E. F. Kennedy's address is now 10th Street and 4th Avenue, South Minneapolis, Minn.. P. O. box 521.